

Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 PA-04 USIA-15 PRS-01

SPC-03 SAM-01 DRC-01 /067 W
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FM AMEMBASSY PRETORIA

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INFO YUEHPTT/AMCONSUL CAPE TOWM 5002

AMCONSUL CASABLANCA

AMCONSUL JOHANNESBURG

UNCLAS PRETORIA 0883

CASABLANCA FOR RCAA

E.O. 11652: N/A

TAGS: ETRN, SF

SUBJECT: CIVIL AVIATION: COMPETITION OF EUROPEAN AIRBUS
IN REEQUIPMENT PLANNING OF SOUTH AFRICAN AIRWAYS

1. RELIABLE JOHANNESBURG WEEKLY FINANCIAL MAIL EDITORIALIZES
IN ITS MARCH 1 ISSUE ON SAA AIRCRAFT EXPANSION PLANS AS
FOLLOWS:

QUOTE.

FUEL-SHY FARE STRUCTURES SUGGEST SAA'S R 55M SHOPPING
ORDER, ANNOUNCED DURING THE RAILWAYS' MINI-BUDGET SPEECH,
WOULD BEST BE SPENT ON EUROPE'S FUEL-SAVING A300 AIRBUS,
WHICH GREATLY IMPRESSED MOST OF THOSE WHO FLEW IN IT
ON ITS RECENT VISIT TO SA.

DOMESTIC TRAFFIC'S 26 PERCENT INCREASE- AN ESTABLISHED
TREND DESPITE NOVEMBER'S FARE INCREASES- MUST BE
SEEN AGAINST THE CURRENT ALLOWANCE FOR 20 PERCENT GROWTH.
MORE SEATS ARE THUS DEFINITELY NEEDED, BUT JUMBOS ARE TOO
BIG AND THE DC 10 AND LOCKHEED TRISTAR ARE NOT COMPATIBLE
WITH SAA'S PRESENT, BOEING-ORIENTED DOMESTIC STABLE.

IN ANY EVENT, BOTH ARE LONG-RANGE AIRCRAFT AND THERE'S A

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PRESENT SURPLUS OF INTERNATIONAL SEATS WITH FIVE JUMBOS

AND SEVERAL 707S AVAILABLE FOR OVER-THE BORDER ROUTES.
THUS, THE SHORT-MEDIUM RANGE AIRBUS WOULD SEEM THE
OBVIOUS ANSWER PARTICULARLY SINCE ITS POWERED BY PRATT &
WHITNEY ENGINES- GIVING IT A 64 PERCENT MAINTENANCE COMMONALITY
WITH THE BOEING 747.
ONLY LIKELY OPPONENT OF AIRBUS IS BOEING'S " STRETCHED"
727, WHICH DOUBLES PASSENGER-CAPACITY TO ABOUT 190. BUT
THE AIRBUS CARRIES 280 PASSENGERS AND FUEL CONSUMPTION
PER PASSENGER/KM TAKES A WELCOME DIVE.

AIRBUS INDUSTRIES, THE EUROPEAN CONSORTIUM WHICH HOPES TO
SELL ABOUT 1,000 OF THE PLANES IN THE NEXT 16 YEARS, CLAIMS
A 5 PERCENT CUT ON FUEL PER SEAT/KM COMPARED WITH LOCKHEED'S
TRISTAR AND THE DC 10 AND A 20 PERCENT-30 PERCENT
CUT ON BOEING 727 CONSUMPTION.
SAA WILL NOT COMMENT. HOWEVER, WITH A TWO-YEAR DELIVERY
DELAY AND BURGEONING DOMESTIC DEMAND THE CARDS MUST
SOON BE SHOWN. UNQUOTE.

2. FOR DEPT, AND CASABLANCA:

(A) WOULD APPRECIATE EVALUATION CLAIMS MADE BY
ARTICLE ON COMPETITIVE ADVANTAGE EUROPEAN AIRBUS.

(B) ASSUME INDUSTRY REPS WILL BE INFORMED FOREGOING.
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